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FAVOR THE CENTENNIAL

Further Letters from Prominent People on the Subject.

time ago with a view to ascertaining the iment of the people of the State relative to the proposed celebration of Indiana's one-hundredth birthday four years replies, urging that such an opportunity to show the world of what Indiana is capable be not neglected. Those who disapprove the project are comparatively few. In fact, they form a very small percentage of the vast number of replies which the commis sion has received.

It is the opinion of J. H. Smart, president of Purdue University, that the people of Indiana need to be informed of the history of their own State. In writing from Lafayneed to come into a knowledge of what the State has done, of what it is and of what it is capable of doing. Her history has been a glorious one and the future has great possibilities. If the people of this commonwealth knew the State as well as they ought they would be very proud of it. The best way to make good citizens is to cultivate State pride. A proper presentation of the history, resources and prospects of the State to the people would be the greatest educational lesson that could be presented, one that would enlarge them, give them self-respect and inculcate a helpful pride, and thus make the best citizens. A properly conducted exposition, adequate in all its details, would be worth everything to the State, not only from a spiritual point of view, but would be worth millions from a commercial point of view. I should therefore be in favor of a celebration of this imto the size of this enterprise and do the best possible thing, the result would be of

W. DeWitt Wallace, of Lafayette, is heartily in favor of a great celebration in the form of an exposition which will, as nearly as possible, do justice to all the varied interests of Indiana and the mighty achivements of her people. His idea is that on the big day of the celebration the exercises should include an oration, a poem and a song commemorative of the great event. These should be original productions by citizens of the State. A day should be set apart, he thinks, for each congressional district, and one of the prominent features of the exercises of such days should be orations by the best orators of the district, who should each take for his theme his own district and its contributions to the glory nmonwealth. Mr. Wallace believes that these orations, together with the poem and song, should be published by the State in a handsome volume, which should be sold and the proceeds applied to the ex-

penses of the exposition. "It would seem to be an appropriate his own judgment. thing," writes Clem Studebaker from South Bend, "to take notice of the attainment of the State to the responsible age of one hundred years. A commonwealth that has survived the lapse of time for this period and has meanwhile made enormous strides by way of growth, of population and in the accumulation of evidence of civilization and material prosperity may well claim a special dignity by reason of the fact. Both pride and thankfulness make it natural tha the people of such a State should desire t indulge in jubilation upon reaching this epoch in the march of time. Doubtless. too, the celebration of such an event would be of value to our State in attracting the attention of the world to what we have done and what we are, and what our reasonable expectations may be for the future." Mr. Studebaker believes, also, that such a celebration will be of value in the built large enough to store three million formation and strengthening of patriotibushels of wheat." character on the part of the people. He thinks that the character of the celebration would properly be illustrated by the great State interests and its scope should embrace and show all the progress made by the State in its history. "Visitors to the

Important, if True. New York Journal.

exposition," Mr. Studebaker's letter con

ress of Indiana through the successive dec-

ades of its existence in all that pertains to

material growth in the arts, the sciences

of every branch and description, or what-ever has tended to make our beloved com-

A BUSINESS NAPOLEON

GOSSIP ABOUT PHILIP D. ARMOUR AND HIS METHODS.

Man Who Pays \$7,000,000 a Year in Wages-How He Treats His Employes and Manages His Affairs.

(Copyrighted, 1896, by Frank G. Carpenter.) kers knew of it. He took care of his three CHICAGO, May 8.-The world is his field, and the United States is his workshop. His employes number thousands. His army of workmen is greater than that of Xenophon, and it is an army never in retreat. He pays out in wages alone half a million dollars every month. His business directly gives support to more than 50,000 people, and it amounts to \$100,000,000 every year. Four thousand rallway cars are now speeding over their iron tracks loaded down with his mercity of the United States, and his agents are The cable and telegraph wires which come into his office are daily loaded with private he sends forth the orders which are to make Russia, from the grain-bearing plains of North India and from the markets of Australia and Europe come the reports of his men, and every morning he has, as it were a map of the actual condition of the world before him, and he can tell from whence his products will be in demand, and where and why prices will rise or fall.

I refer to Philip D. Armour, the Napoleon of the Chicago capitalists, the baron of the butchers, and the king of the pork-packing and grain-shipping products of the United States. I have heard much of him during my stay here in Chicago, and I had an interesting chat with him in his cage-like

But first let me tell you something of the man. He is, you know, self-made. Born in New York State about sixty years ago, he started West to make his fortune. He was, I think, still in his teens when the gold fever caught him, and he worked his way across the plains and over the mountains to California. His journey was full of hardships, and he tells many interesting stories concerning it. At one time his shoes had worn out. The sage brush and the cacti cut into his feet, and he was almost wild to obtain some kind of conveyance to carry him onward. At last, upon nearing a town in the Rockies, he met a man riding a very fine mule. He stopped him and asked him if he would sell the animal. The man replied that he did not care to sell, but if Armour really wanted it he could have it for \$200. This, however, was more than young Armour could spare, and a trade was finally made, by which Mr. Armour got the mule for \$160, which was just about all the money he had. In telling the story Phil Armour describes the delights of riding the mule and how light his heart was as he trotted onward. He rode gally into the town and was passing through the main street when he was met by a man who in fierce tones asked him where he had gotten that mule. Mr. Armour told him. The man then

"Why, man, that mule belongs to Dennis Hanks, It has been stolen, and I advise you to give it up at once, and get out of town or you will be in the hands of the vigilance

The man succeeded in the roughly frightening Armour, who gave up the mule, and, two later he came to a miners' camp in the mountains, and there spent the night. He was asked how he had come, and he told of his adventures, including the swindle of the mule. As he did so the miners burst out laughing and one of them said:

"Why, man, I bought that d-n mule myself. It has been sold over and over again and fully one hundred men have been taken in by it. The man in the town is a confederate of the seller of the mule and they are making their living by taking in the tender-

It did not take long, however, for Phil Armour to get his eye teeth cut. He finally got to California and there made the little money which formed the foundation of his for-

HIS FIRST BIG STRIKE. Mr. Armour is a far-sighted man. He looks portant event. If the State could wake up | judgment. He is broad-gauged in his ideas There is nothing of the pessimist about him. He is always a bull in the market and never incalculable advantage." President Smart a bear. His great fortune has been made favors an extensive celebration, for he be- largely through his faith in the United was, in fact, a bold bet on the successful outcome of the war. He had made his little pile in California and had gone into the porkpacking business with old John Plankington, of Milwaukee. One day he came into the office and said:

"Mr. Plankington, I am going to New York at once. The war is over. Grant has practically beaten the rebels and we will have peace in a few weeks. I am going on to New York to buy all the pork I can get." Mr. Plankington at first questioned the plan, but he finally consented and Armour went East. He bought right and left. The

New Yorkers were despondent. They had lost faith in the Union and prices were away down. The news from the field, however, soon changed matters. It soon became apparent that the war was really over, and the result came as Armour had predicted Prices went away up, and out of that deal Mr. Armour cleared something like a million dollars. There are several other stories of a like nature which I have heard concerning Mr. Armour. He thinks quickly and acts on

Armour is not afraid of a big thing, and he is ready to fight to hold his own. An instance of this occurred not long ago. For some time the grain brokers here had hoped to be able to down Armour. They had tried it a number of times and failed. At last it was discovered that he had bought three million bushels of wheat to be delivered in May. The market was in such a state that he had to take it. The Chicago elevators were full and the brokers laughed in their sleeves when they thought of Armour's having all that wheat dumped down upon him and no place to put it. They expected he would have to sell it, that they could buy It at their own prices and that he would lose a fortune by it. This was the situation about the 1st of April. On that day Mr. Armour called in his architect and builder. Said he: I must have, within thirty days, elevators

"It can't be done," said the architect. "It must be done," replied Mr. Armour. "It is a physical impossibility," was the reply, "We might do it in a year. We can't

do it in a month." "I tell you it must be done," was Armour's reply. "Call in some of the other cludes, "should be able to review the prog-

At this, others of the employes connected with building matters were admitted. They all joined with the architect and pronounced the putting up of the structure in that time monwealth conspicuous and noteworthy in an impossibility.
the sisterhood of States."

Mr. Armour lis

Mr. Armour listened to them, but his iro jaw, at the close, came together more firmly than ever, and he said: "I tell you it must be done, and it will be done!" He then gave his orders. He bought a little island known as Gooseneck island, in the reply.

mouth of the Chicago river, on which to build the elevators. He had advertisements posted over Chicago that any man who could handle a pick or drive a nail could find work by calling at P. D. Armour's stockyards. He put up an electric lighting system and worked three gangs of men eight hours at a stretch, putting so many ants. He went out every day and took a look at the work himself, and the result | had been behind and that he could not was he had his elevators built three days before the wheat began to come. This work had been done quietly, and few of the bro-

million bushels and made a big thing off of their sale. This was like Armour. He is Napoleonic in his strokes. He is Napoleonic in his make-up. He is one of the few men who | you owe?" can do more than one thing at a time, While he was talking with me messenger I was saying, but I soon discovered that he | into debt you will have to leave." was carrying both our conversation and the marked degree. Dr. Frank Gunsaulus, the | happened he came to Mr. Armour and told says he does not doubt but that Mr. Armour | at a higher salary and that he was going three or four secretaries at the same time, him that his last year had been the happiholding the thought of each separately and carrying on the three or four threads of

thought without confusion.

STROKE IN THE PANIC OF 1893. Another instance of Mr. Armour's Napoleonic character was seen here in the panic of 1893. He was one of the few men prepared for the panic. He saw it coming minds of other great capitalists of the lish in a future letter. United States. He began to prepare for it in 1892. He had not been feeling well and he went to Europe for his health. While loafing about Carlshad he came into contact with scores of the moneyed men of Europe, and from the way they talked he learned that a storm was brewing. All at once he decided to come home. The day he landed at New York he telegraphed the ments to come there to meet him. They never been better; that all of his enterprises were paying, and that they were making money hand over fist. Mr. Armour heard their reports, and then threw a

"There is a storm brewing and we must draw in. We must have money to prepare for it, and I want you to get all the cash you can and put it away in the vaults. I want you to go out in the street and stretch the name of P. D. Armour to its utmost tension. Borrow every dollar you can, and

"old man," as they sometimes call him. was crazy, but they did as he directed. At last they came to him and told him that they had about \$2,000,000 in cash.

"Oh," said he, "that's not half enough! Go out and borrow more. Don't be afraid. Get all you can, and get it as quick as you

This was done, and they finally told him that they had secured \$4,000,000 in cash. In addition to this he also had in hand about \$4,000,000 in negotiable securities. With a capital of what was practically \$8,000,000 on hand, Mr. Armour then sat back in his chair and said to himself: "Well, if the crash must come, I, at any

rate, am ready for it." It was not long after this that the crash did come. Money was not to be got for love, work or high rates of interest. Prices dropped to the bottom. Armour was practically the only man who was perfectly prepared for it. He turned his \$8,000,000 over and over, and realized a fortune, while the masses of less far-sighted business man were on the

edge of bankruptcy. HOW HE WORKS.

You would not think that a man who made such big strokes and who is so wealthy would be a hard worker. This, however, is the case. There is no man in Chicago who watches his business more closely and who puts in more hours than P. D. Armour. He has all his life been an early riser. He is at his office, winter and summer, at 7:30 o'clock every morning, and he remains there usually until 6. He goes to bed regularly at o'clock every night, eats simply, dresses well, but not extravagantly, and gets his chief pleasure, I judge, out of his work. He has great power of organization, and as we walked through his big offices he told me that the machine practically ran itself. He took me through the great office room, in which, in cages surrounded by wire screens something like one hundred men were working away, keeping accounts, figuring up columns to find the perecentage of profits and loss and answering the enormous correspondence which is connected with a great business like this. At the back of the room we stopped at the postoffice, and Mr. Armour asked the clerk within how many letters they had received that day. The man replied that 8,000 letters had come in, and that already about 13,000 had been mailed. The man who writes a letter or so a day can get some idea of Armour's business by comparing his work with the answering of from 8,000 to 10,000 letters a day. Leaving this part of the room, we next went off to the left. where, in a sort of an L, is the telegraph office of the establishment. There were, judge, a dozen operators at work, and the instruments which were clicking away were enough to do the business of a city of 20 000 inhabitants. Mr. Armour has his own private operator apart from these men. Tals operator has an instrument just outside the little cage which is Mr. Armour's private office. It is his business to take the messages direct from the chief, and he is at his office as early in the morning as Mr. Armour, ready to give him the reports which have been received by telegraph and cable from all parts of the world. These are first disposed of, and by 8 or 9 o'clock Mr. Armour thoroughly knows just what he wants his men to do in all parts of the world. By 10 he has practically settled the business problems of the day, and by 11 he is a leisure to meet his friends, or to go about among the employes and chat with them about their work. He is thoroughly democratic in his ways, and he knows personally every man in his office. As we walked through the room he spoke to many of the men by name, and he told me that many o his men had been with him for years. SOME OF HIS BUSINESS METHODS. Mr. Armour believes in young men and young brains. He has said at times that

he was a buyer of youth and brains. He is a good judge of men and he usually puts the right man in the right place. I am told that he never discharges a man if he can help it. If the man is not efficient he gives instructions to have him put in some other department, but to keep him if possible There are certain things, however, which he will not tolerate, and among these are laziness, intemperance and getting into debt. As to the last, he says he believes in good wages and that he pays the best. He tells his men that if they are not able to live on the wages he pays them he does not want them to work for him. Not long ago he met a policeman in his office.

"What are you doing here, sir?" he asked "I am here to serve a paper," was the

"I want to garnishee one of your men's wages for debt," said the policeman. "Indeed," replied Mr. Armour, "and who is the man?" He thereupon asked the policeman into his private office and ordered that the debtor come in. He then asked men on the work that they covered it like | the clerk how long he had been in debt. The man replied that for twenty years he

> catch up. "But you get a good salary," said Mr. Armour, "don't you?" "Yes," said the clerk, "but I can't get out of debt. My life is such that somehow o

other I can't get out." "But you must get out," said Mr. Armour,

The clerk then gave the amount. It was less than \$1,000. Mr. Armour took his check boys would bring him telegrams showing book and wrote out a check for the amount the condition of the stocks. He would an- "There," said he, as he handed the clerk swer them, giving his orders to buy or sell. | the check. "There is enough to pay all At such times it seemed to me that he was | your debts. Now I want you to keep out not listening to my questions and to what of debt, and if I hear of your again getting

The man took the check. He did pay his markets in his mind at the same time. I debts and remodeled his life on a cash bahave been told he has this ability in a sis. About a year after the above incident head of the Armour Technical Institute, him that he had had a place offered him could dictate letters on different subjects to | to leave. He thanked Mr. Armour and told est of his life, and that getting out of debt had made a new man of him.

I could give a number of similar stories concerning Mr. Armour which I have heard through his friends here at Chicago. The above incidents came from them, and not from Mr. Armour himself. During my visit to his office I had a chat with him covering months before it was a possibility in the a wide range of subjects. This I will pub-

FRANK G. CARPENTER.

STEREOPTICON IN SCHOOLS.

It Is Now Used Here to Illustrate Facts

There is a great deal of work going on in the public schools of which thousands who are taxpayers, and other thousands who have no children in the schools, are not in use only this year, is the stereopticon With the stereopticon and the accompanying description given verbally, one may understand a country or a people better than by any o'ger way except a personal visit. The introduction of the stereopticon was expend \$1,500 for the equipment. The stereoptioon was purchased with several sets of slides, and the use of it in connection with the studies in which the children were engaged was begun in December.

The operation of the stereopticon was given into the hands of Hugh Bryan, assistant Some of the men rather thought that the | professor of chemistry in the High School. | and sweet. The surface of the water is 6,239 It was used in connection with geography and history. In the study of England there feet deep. On all sides rise nearly perpenthe assembled schools. Then there was com- row notch 526 feet, to 1,989 feet, and prob another time the National Museum of Eng- is nearly circular in form, and is four by

> rooms gather, and a season that is both ernment, three boats, to be used in so instructive and pleasant is passed. One of the lake, and assisted in that work. T the very delightful hours was given to Scot- largest boat, the Cleetwood, was twentyedge of the lines and seeing the pictures

At another time the pupils were introduced to the different architectures of England, and they became thoroughly familiar with the cathedrals and the great buildings of

country were shown. The school board bought about 125 slides from an Eastern firm, but most of the slides have been made by Mr. W. H. Bass, of the ment is between \$2.50 and \$3, which pays for | plains the Indians' dread of it: the stereopticon, gases and operator. The schools own an oil magic lantern which has been used in several of the buildings. The stereopticon has been in requisition at the High School, School No. 8, on College ave-

nue, and on the South Side. The use of the stereopticon has become of a teacher there who was giving a very interesting talk on George Washington's birthday. The pictures were being shown, and the teacher talked without glancing at the screen on which the pictures were thrown. He had perfect faith in the operator of the machine, but it was misplaced, for in some way or other the slides became mixed, and when the teacher was in his most flowery flight he said the next picture would be of the father of his country, and in bold relief on the white canvas was a grasshopper on an old manse. Such mistakes have not yet occurred here.

After the class at the High School had finished Whittier's "Snow Bound" the stereopticon was brought out for the final lesson, and thus it was used in the study of literature. Again, it has been used for history, and the Greek and Roman slides showed reproductions of the Forum and oth-

er famous places. One day not long ago, April 23, when Shakspeare's birthday was celebrated, Mrs. Hufford's class had an entertainment, and several dozen pictures of Shakspeare's haunts in Warwickshire were shown. All of the slides for this were made by Mr. Bass from pictures in possession of Mrs. Hufford, and they were presented with a wonderful clearness and accuracy. Miss Alexander enjoyed using the stereopticon when she was principal of a high school, and she also gave a lecture, with the accompanying pictures, one evening at the Central-avenue Church on the subject of Michael Angelo, Miss Sellick, instructor of drawing, brought it into use with her classes when she talked one evening on "The Old Dutch Painters." Miss Collins, of No. 8, has used it to illustrate the study of the British National Museum, and Mrs. Heath has used it to show some of the famous points in and around Boston, the bridge, the statue of the minute men and other places.

The next use of the instrument will probably be for microscopic botany and zoology in the science work of the schools. Whatever the pupils have with the pictures they remember much better than before, which has proved the wisdom of adding the stereopticon to the possessions of the public

Boys and Cigarettes. New York Commercial Advertiser,

"The only way to stop small boys from smoking cigarettes," remarked a physician to me the other day, "is to have a law passed making it an offense for boys under sixteen o smoke on the public streets, and the parents do their duty at home and teach ers in the schools, the evil will be abat to a wonderful extent. As it is, our bo dered stomachs, shattered nerves a weak lungs, because nothing really is done to stamp out the vile cigarette habit. The physical decay of the coming manhood of the country has not, as far as I can see, received the consideration that its vital im-portance demands."

MOUNTAIN CLIMBERS

PRICE FIVE CENTS.

ADVENTUROUS AMERICANS WILL EX-PLORE THEIR OWN COUNTRY.

They Want the World to Know that America Is Not Excelled in Moustaln Scenery-Wonderful Lake.

For many years mountain climbing, as an out-door sport, has grown in favor in Europe, but, to the American mind, our own country was utterly devoid of the facilities for gratifying such an amusement. This feeling still exists among those who are unacquainted with the resources of the country, and wherever given expression to, is a sure indication of ignorance, coupled with a stupid desire to ape a certain brand of European aristocracy. It is related that Americans of this class are sometimes seen parading the streets of Paris rigged out in brand new Alpine suits, with ropes picturesquely twined about them and alpenstocks in their hands, feeling that the world is looking or in envy and destiny is prepared to receive them in loving embrace. To overcome this lack of information and to encourage a love of nature, as displayed in American mountains, there was organized, on the summit of Mount Hood, in Oregon, during the summer of 1894, a mountain-climbers' club known as Mazamas, that combines pleasure with scientific research. Membership is limited to those who have climbed to the summit of a snow-capped mountain, that the club will accept. Its object, in brief, is to compel the world to understand that America, and especially the Pacific coast, possesses some of the finest mountain scenery to be found anywhere. During 1895 an effort was made to send a message, by heliograph, from British Columbia to Mexico, but the experiment was seriously interfered with by a severe storm, which raged at the time. One of questions relating especially to the mounfrom Aug. 16 to 22, inclusive. The lake is about ninety miles from the Southern Pacific railroad and is reached by good wagon roads. The Southern Pacific company has granted special rates to those who attend made by Prof. Goss and Miss Georgia Alex- and the Mazamas have secured a rate of ander, who influenced the school board to \$7.50 per passenger, by stage, from the railroad to the lake and return.

CRATER LAKE. The world possesses no rival to Crater lake, in its solemn and impressive grandeur. It is or outlet, yet the water is cold, clear, fresh feet above sea level, and it is two thousand were all the great cathedrals shown before dicular walls, varying in height from a narmercial England, Liverpool and London. At ably averaging about one thousand feet. It land was made a special subject for a con- five miles in extent. In the western end is The illustrated lessons were given every probably the last smoking vent of a once Friday afternoon, at the last school hour, in | mighty volcano, It is a small crater, about the High School Hall. There the pupils who one hundred feet deep. During the summer have been studying the subject in different | of 1886 I had built in Portland, for the govland after the class had been reading Burns. | feet long, and no better craft of its class All the places made famous by his writings | was ever constructed. These boats were carwere shown, and with the intimate knowl- ried on a flat car to Ashland, 341 miles south, then loaded on wagons, properly there was an indellible impression made on equipped for the purpose, and carried into the mountains, nearly a hundred miles then launched over the cliffs into the water one thousand feet below, without so much as scratching them.

There is probably no spot in America of the country. At another time there was a | which the Indians entertain so wholesome celebration of Washington's birthday, and a a dread as Crater lake. Under no circumgreat many pictures of the father of his stances will they visit it, feeling that in so doing they would be simply inviting sudden death. During the summer of 1885 I secured from the chief of the Klamath tribe the following tradition in reference city schol. The cost of giving the entertain- to the discovery of the lake, and which ex-

"A long time ago, before the white man appeared in this region to vex and drive the proud native out, a band of Klamaths, while out hunting, came suddenly upon the lake, and were startled by its remarkable walls and awed by its majestic proportions. With spirits subdued and trembling quite general in Boston, and a story is told | with fear, they silently approached and gazed upon its face. Something within told them the Great Spirit dwelt there and they dared not remain, but passed silently down the side of the mountain and camped far away. By some unaccountable influence, however, one brave was induced to return. He went up to the very brink of the precipice and started his camp fire. Here he laid down to rest; here he slept till morn, slept till the sun was high in air, then arose and joined his tribe far down the mountain. At night he cume again; again he slept till morn. Each visit bore a charm that drew him back again. Each night found him sleeping above the rocks; each night strange voices arose from the waters; mysterious noises filled the air. At last, after a great many moons, he climbed down to the lake, and there bathed and spent the night. Often he climbed down in like manner, and frequently saw wonderful animals, similar in all respects to Klamath Indians, except that they seemed to exist entirely in the water. He suddenly became hardler and stronger than any Indian of his tribe because of his many visits to the mysterious waters. Others then began to seek its influence. Old warriors sent their sons for strength and courage to meet the conflicts awaiting them. First they slept on the rocks above, then ventured to the water's edge, but, last of all, they plunged beneath the flood, and the coveted strength was theirs. On one occasion the brare who first visited the lake killed a monster, or fish, and was at once set upon by untold numbers of excited Liaos (for such they were called), who carried him to the top of a cliff, cut his throat with a stone knife, then tore his body into small pieces, which were thrown down to the waters far beneath, where he was devoured by the angry Liaos, and such shall be the fate of every Klamath brave who, from that day to this, dares to look upon the lake." PLANS FOR THE YEAR.

Great care has been exercised by the Mazamas in preparing for this year's outing. It is expected that the scientific branches of the government will be represented by experts in their various lines, and that some of the best scientists on the Pacific coast will be present to participate in the proceedings. One novel feature of the meeting will be a barbecue of wild game, which abounds in the vicinity, Interes would be increased in this feature if I could be held in the crater on Wizard island. Baked haunch of qougar would go well with fresh mountain trout, stuffed grouse, bear meat and a slice of venison There are two points of departure from the rallroad, namely, Medford and Ashland. The road from Medford follows up the famous Rogue river valley, past Table Rock, Hole in the Ground, Flounce Rock, Rogue River Falls and White Horse Cargon



\$1 a dozen; no more to any customer. During this week it's almost

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